



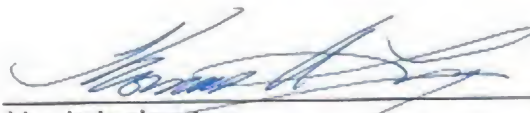
Invoice No.: IND-1016-0002

Sold To:
Indiana State Department of Health
ATTN: Finance /Purchasing, 2C
2 N. Meridan Street
Indianapolis, IN 46204

Invoice Date: 2/1/16
Order Number: 0015523208
Fund: 61910/571513 / 305000

Description of Services
Personal Services

Federal ID: 23-2868660
Contract Period: 10/1/2015 - 9/30/2016
Contract Amount: \$3,500,000.00
Contract Number: A70-5-041137
Date of Services: 11/1/2015 - 11/30/2015
Payment requested for: Real Alternatives, Inc.
Description of Services and Total Paic \$ 90,213.68
See attached detailed charges required
by ISDH program
Project Code: N/A
Activity Code: N/A


Vendor's signature

2-1-16
Date



STANDARDS FOR
EXCELLENCE

Accredited under the
Pennsylvania Association
of Nonprofit Organizations'
Standards for Excellence

7810 Allentown Boulevard, Suite 304, Harrisburg, PA 17112
717-541-1112 (V) 717-541-9713 (F)
www.RealAlternatives.org * www.LoveFacts.org * www.ConcernedParents.com

Attachment B: Budget
 Real Alternatives, Inc. A70-5-041137
 Indiana Pregnancy & Support Services Program
 October 1, 2015 - September 30, 2016

| Expense Type | Budget Category | Expense Detail | Budgeted Cost | Actual Expenses Oct-15 | Actual Expenses Nov-15 | Remaining Cost Dec-2015 to Sep-2016 |
|----------------|-----------------|----------------------------------|-----------------------|---------------------------|---------------------------|--|
| Administrative | Salary | President & CEO | \$58,000.00 | 5,541.59 | 4,959.82 | \$47,498.59 |
| Administrative | Salary | VP of Administration | \$13,000.00 | 259.84 | 420.25 | \$12,319.91 |
| Administrative | Salary | Assistant Director of Finance | \$0.00 | - | - | \$0.00 |
| Administrative | Salary | Senior Accountant | \$3,000.00 | - | 46.13 | \$2,953.87 |
| Administrative | Salary | Junior Accountant | \$2,000.00 | - | - | \$2,000.00 |
| Administrative | Salary | Bookkeeper | \$3,000.00 | 28.13 | 56.25 | \$2,915.62 |
| Services | Salary | VP of Operations | \$45,000.00 | 2,114.87 | 1,521.34 | \$41,363.79 |
| Services | Salary | Indiana Services Director | \$40,000.00 | - | - | \$40,000.00 |
| Services | Salary | Services Coordinator | \$4,000.00 | 352.29 | 152.43 | \$3,495.28 |
| Services | Salary | Services Assistance | \$3,000.00 | 30.14 | 124.33 | \$2,845.53 |
| Services | Salary | Billing Coordinator | \$5,000.00 | 63.00 | 580.50 | \$4,356.50 |
| Services | Salary | Service Provider Approval | \$5,000.00 | 18.00 | 63.00 | \$4,919.00 |
| Services | Salary | Service Provider Monitoring | \$5,000.00 | - | 74.41 | \$4,925.59 |
| Services | Salary | Hotline Counselor | \$4,000.00 | 45.06 | 62.99 | \$3,891.95 |
| | | Subtotal | \$190,000.00 | 8,452.92 | 8,061.45 | \$173,485.63 |
| Administrative | Fringe | Unused Sick | \$0.00 | - | - | \$0.00 |
| Services | Fringe | Unused Sick | \$0.00 | - | - | \$0.00 |
| Administrative | Fringe | Payroll Taxes | \$6,500.00 | 95.61 | 107.39 | \$6,297.00 |
| Services | Fringe | Payroll Taxes | \$9,000.00 | 56.47 | 96.27 | \$8,847.26 |
| Administrative | Fringe | Workers' Comp | \$300.00 | 13.91 | 15.86 | \$270.23 |
| Services | Fringe | Workers' Comp | \$500.00 | 11.38 | 12.97 | \$475.65 |
| Administrative | Fringe | Pension | \$3,750.00 | 166.10 | 160.24 | \$3,423.66 |
| Services | Fringe | Pension | \$2,000.00 | 61.18 | 63.25 | \$1,875.57 |
| Administrative | Fringe | Employee Group Ins | \$13,000.00 | 876.85 | 104.94 | \$12,018.21 |
| Services | Fringe | Employee Group Ins | \$10,000.00 | 398.75 | 65.47 | \$9,535.78 |
| | | Subtotal | \$45,050.00 | 1,680.25 | 626.39 | \$42,743.36 |
| Administrative | Travel | Travel/Lodging | \$500.00 | - | - | \$500.00 |
| Services | Travel | Travel | \$10,000.00 | - | - | \$10,000.00 |
| | | Subtotal | \$10,500.00 | - | - | \$10,500.00 |
| Administrative | Supplies | Office Expense | \$91,700.00 | 29.83 | 408.58 | \$91,261.59 |
| Administrative | Supplies | Computer Resources/Upgrades | \$25,000.00 | - | - | \$25,000.00 |
| Services | Supplies | Client Education Materials | \$120,000.00 | - | - | \$120,000.00 |
| Services | Supplies | Pregnancy Test Kits | \$0.00 | - | - | \$0.00 |
| | | Subtotal | \$236,700.00 | 29.83 | 408.58 | \$236,261.59 |
| Administrative | Contracts | Accounting/IT/Legal consulting | \$20,000.00 | - | - | \$20,000.00 |
| Administrative | Contracts | Auditing | \$3,500.00 | 170.76 | 194.71 | \$3,134.53 |
| Administrative | Contracts | Copier Service Contracts | \$500.00 | 22.23 | 19.21 | \$458.56 |
| Services | Contracts | Client Service Providers | \$2,412,500.00 | 87,020.15 | 79,789.09 | \$2,245,690.76 |
| Services | Contracts | Meetings/Seminars/Conference | \$7,000.00 | - | - | \$7,000.00 |
| Services | Contracts | Services Advertising | \$485,000.00 | - | - | \$485,000.00 |
| Services | Contracts | Services Database Consulting | \$15,000.00 | 531.25 | 170.00 | \$14,298.75 |
| | | Subtotal | \$2,943,500.00 | 87,744.39 | 80,173.01 | \$2,775,582.60 |
| Administrative | Other | Professional Development | \$2,000.00 | - | - | \$2,000.00 |
| Administrative | Other | Job advertising | \$500.00 | - | - | \$500.00 |
| Administrative | Other | New employee screening | \$250.00 | - | - | \$250.00 |
| Administrative | Other | Postage/Shipping | \$15,000.00 | 52.81 | 60.96 | \$14,886.23 |
| Administrative | Other | Rent | \$46,000.00 | 519.87 | 581.38 | \$44,898.75 |
| Administrative | Other | Telephone Service | \$3,500.00 | 146.07 | 162.70 | \$3,191.23 |
| Administrative | Other | General Business Liability Ins | \$750.00 | 25.46 | 29.03 | \$695.51 |
| Administrative | Other | Insurance - Directors & Officers | \$1,250.00 | 62.04 | 70.74 | \$1,117.22 |
| Services | Other | Toll Free Referral System | \$5,000.00 | 35.25 | 39.44 | \$4,925.31 |
| Services | Other | Contract Closeout Cost | \$0.00 | - | - | \$0.00 |
| | | Subtotal | \$74,250.00 | 841.50 | 944.25 | \$72,464.25 |
| | | Administrative | \$313,000.00 | 8,011.10 | 7,398.19 | 297,590.71 |
| | | Services | \$3,187,000.00 | \$90,737.79 | \$82,815.49 | \$3,013,446.72 |
| | | Total | \$3,500,000.00 | \$98,748.89 | \$90,213.68 | \$3,311,037.43 |

Real Alternatives
Actual Administrative Expenses
Indiana: Fiscal Year 2015-16

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Remaining Cost |
|--------------------------------------|-------------------------|------------------------|------------------------|-----------------------------|
| Personnel | | Oct-15 | Nov-15 | Dec 2015 to Sep 2016 |
| President & CEO | \$58,000.00 | \$ 5,541.59 | \$ 4,959.82 | \$47,498.59 |
| VP of Administration | \$13,000.00 | 259.84 | 420.25 | \$12,319.91 |
| Assistant Director of Finance | \$0.00 | - | | \$0.00 |
| Senior Accountant | \$3,000.00 | - | 46.13 | \$2,953.87 |
| Junior Accountant | \$2,000.00 | - | | \$2,000.00 |
| Bookkeeper | \$3,000.00 | 28.13 | 56.25 | \$2,915.62 |
| Professional Development | \$2,000.00 | - | | \$2,000.00 |
| Payroll Taxes | \$6,500.00 | 95.61 | 107.39 | \$6,297.00 |
| Workers Compensation Insurance | \$300.00 | 13.91 | 15.86 | \$270.23 |
| Pension | \$3,750.00 | 166.10 | 160.24 | \$3,423.66 |
| Employee Group Insurance | \$13,000.00 | 876.85 | 104.94 | \$12,018.21 |
| Job Advertising | \$500.00 | - | | \$500.00 |
| New Employee Screening | \$250.00 | - | | \$250.00 |
| Total Personnel | \$ 105,300.00 | \$ 6,982.03 | \$ 5,870.88 | \$ 92,447.09 |
| Operating | Budgeted Dollars | | | |
| Accounting/IT/Legal Consulting | \$20,000.00 | \$ - | | \$20,000.00 |
| Postage/Shipping | \$15,000.00 | 52.81 | 60.96 | \$14,886.23 |
| Auditing | \$3,500.00 | 170.76 | 194.71 | \$3,134.53 |
| Travel/Lodging | \$500.00 | - | | \$500.00 |
| Rent | \$46,000.00 | 519.87 | 581.38 | \$44,898.75 |
| Telephone Service | \$3,500.00 | 146.07 | 162.70 | \$3,191.23 |
| General Business Liability Insurance | \$750.00 | 25.46 | 29.03 | \$695.51 |
| Insurance-Directors & Officers | \$1,250.00 | 62.04 | 70.74 | \$1,117.22 |
| Office Expense | \$91,700.00 | 29.83 | 408.58 | \$91,261.59 |
| Computer Resources | \$25,000.00 | - | | \$25,000.00 |
| | | | | \$0.00 |
| Total Operating | \$ 207,200.00 | \$ 1,006.84 | \$ 1,508.10 | \$ 204,685.06 |
| Equipment | Budgeted Dollars | | | |
| Equipment Service Contracts | \$500.00 | \$ 22.23 | \$ 19.21 | \$458.56 |
| Total Administrative Expenses | \$ 313,000.00 | \$ 8,011.10 | \$ 7,398.19 | \$ 297,590.71 |

Real Alternatives
Actual Services Expenses
Indiana: Fiscal Year 2015-16

| Cost Category | Budgeted Dollars | Actual Expenses | Actual Expenses | Remaining Cost |
|-------------------------------------|-------------------------|------------------------|------------------------|-----------------------------|
| Personnel | | Oct-15 | Nov-15 | Dec 2015 to Sep-2016 |
| Vice President of Operations | \$45,000.00 | \$ 2,114.87 | \$ 1,521.34 | \$41,363.79 |
| Indiana Services Director | \$40,000.00 | - | | \$40,000.00 |
| Services Coordinator | \$4,000.00 | 352.29 | 152.43 | \$3,495.28 |
| Billing Coordinator | \$5,000.00 | 63.00 | 580.50 | \$4,356.50 |
| Services Assistance | \$3,000.00 | 30.14 | 124.33 | \$2,845.53 |
| Service Provider Approval | \$5,000.00 | 18.00 | 63.00 | \$4,919.00 |
| Service Provider Monitoring | \$5,000.00 | - | 74.41 | \$4,925.59 |
| Hotline Counselor | \$4,000.00 | 45.06 | 62.99 | \$3,891.95 |
| Payroll Taxes | \$9,000.00 | 56.47 | 96.27 | \$8,847.26 |
| Workers Compensation Insurance | \$500.00 | 11.38 | 12.97 | \$475.65 |
| Pension | \$2,000.00 | 61.18 | 63.25 | \$1,875.57 |
| Employee Group Insurance | \$10,000.00 | 398.75 | 65.47 | \$9,535.78 |
| | | | | |
| | | | | |
| | | | | |
| Total Personnel | \$ 132,500.00 | \$ 3,151.14 | \$ 2,816.96 | \$ 126,531.90 |
| | | | | |
| Operating | Budgeted Dollars | | | |
| Client Education Materials | \$120,000.00 | \$ - | | \$120,000.00 |
| Services Advertising | \$485,000.00 | - | | \$485,000.00 |
| Meetings/Seminars/Conference | \$7,000.00 | - | | \$7,000.00 |
| Travel/Lodging To Service Providers | \$10,000.00 | - | | \$10,000.00 |
| Srvcs Database Consulting & Dev | \$15,000.00 | 531.25 | 170.00 | \$14,298.75 |
| Client Service Providers | \$2,412,500.00 | 87,020.15 | 79,789.09 | \$2,245,690.76 |
| Toll-free Referral System | \$5,000.00 | 35.25 | 39.44 | \$4,925.31 |
| Contract Closeout Cost | \$0.00 | - | | \$0.00 |
| | | | | |
| | | | | |
| | | | | |
| Total Operating | \$ 3,054,500.00 | \$ 87,586.65 | \$ 79,998.53 | \$ 2,886,914.82 |
| | | | | |
| Equipment | Budgeted Dollars | | | |
| Pregnancy Test Kits | \$0.00 | \$ - | | \$0.00 |
| | | | | |
| Total Services Expenses | \$ 3,187,000.00 | \$ 90,737.79 | \$ 82,815.49 | \$ 3,013,446.72 |